

Message Text

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22

ACTION NEA-10

INFO OCT-01 ISO-00 AID-05 MMO-01 COME-00 EB-07 A-01 SS-15

SP-02 ABF-01 /043 W

----- 035281

R 070640Z JUL 76

FM AMEMBASSY MUSCAT

TO SECSTATE WASHDC 2259

INFO AMEMBASSY ABU DHABI

AMEMBASSY DOHA

AMEMBASSY KUWAIT

AMEMBASSY MANAMA

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E.O. 11652: N/A

TAGS: BEXP MU

SUBJECT: ESTABLISHMENT OF REGIONAL ATTACHE FOR TECHNICAL SERVICES

POSITION IN GULF

REF: STATE 163344

1. EMBASSY BELIEVES THAT REGIONAL DEVELOPMENT ATTACHE WITH EXPERIENCE IN U.S. PRIVATE SECTOR WOULD BE USEFUL IN SPURRING SALES OF U.S. TECHNOLOGY AND SERVICES IN THE GULF. OMAN WILL REQUIRE SUBSTANTIAL AMOUNT OF TECHNICAL ASSISTANCE FOR FORESEEABLE FUTURE, AND SELECTIVE AID SPONSORSHIP COULD HELP U.S. CONSULTANTS GAIN ENTRY INTO AREAS WHICH WOULD OTHERWISE BE FILLED BY EUROPEAN FIRMS. EFFORTS OF REGIONAL ATTACHE SHOULD BE CLOSELY TIES TO DEVELOPMENT PRIORITIES LISTED IN OMAN'S FIVE YEAR PLAN, WHICH MAY BE PUBLISHED THIS SUMMER OR FALL.

2. ANSWERS TO QUESTIONS POSED IN REFTEL:

A. EITHER KUWAIT OR MANAMA ACCEPTABLE.

B. WHETHER ATTACHE IS FSR-2 OR FSR-3 WOULD BE IMMATERIAL

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TO HIS EFFECTIVENESS IN OMAN. WHAT WILL COUNT IS HIS

DEMONSTRATED COMPETENCE AND DETAILED KNOWLEDGE OF
WHAT U.S. TECHNOLOGY HAS TO OFFER IN OMANI CONTEXT.

C. OMAN GOVERNMENT WOULD PROBABLY HAVE NO DIFFICULTIES
IN ACCEPTING ACCREDITATION OF AID ATTACHE. IT SHOULD BE
MADE CLEAR FROM THE BEGINNING THAT RESPONSIBILITIES OF
ATTACHE WOULD GENERALLY REFER TO REIMBURSABLE TECH-
NICAL ASSISTANCE RATHER THAN GRANTS OR SOFT LOANS
FOR PROJECTS.

D. REGIONAL DEVELOPMENT ATTACHE WOULD COMPLEMENT
RATHER THAN CONFLICT WITH WORK OF EMBASSY ECONOMIC/
COMMERCIAL SECTION AS LONG AS HE PAID PRIMARY ATTENTION
TO DEVELOPMENT OF TECHNICAL AND CONSULTING SERVICES.

ATTACHE COULD FOLLOW UP ON AREAS IDENTIFIED BY LOUIS BERGER
TEAM. WE RECOMMEND THAT ATTACHE AVOID BECOMING TOO CLOSELY
INVOLVED WITH PLANNING OR MANAGEMENT OF INDIVIDUAL PROJECTS
IN OMAN, SINCE THIS COULD CONFLICT WITH EFFORTS OF U.S. PRIVATE
SECTOR.

E. AT PRESENT, PRIVATE AMERICAN FIRMS IN OMAN ARE
PERFORMING CONSULTING SERVICES FOR OMANGOV IN AREAS
OF FINANCE, ROADS, AGRICULTURE AND PETROLEUM DEVELO-
PMENT, WHILE FAA HAS ASSISTANCE CONTRACT WITH
DIRECTORATE GENERAL OF CIVIL AVIATION. WE RECOMMEND
THAT DEVELOPMENT ATTACHE GIVE RELATIVELY LITTLE EMPHASIS
TO THESE SECTORS, WHILE SPENDING MORE TIME ON INDUS-
TRIAL DEVELOPMENT, MANPOWER DEVELOPMENT, TOWN PLAN-
NING, AND OTHER SECTORS NOT COVERED BY U.S. CONSULTING
FIRMS. A DEVELOPMENT ATTACHE SHOULD TAKE PARTICULAR
CARE IN AVOIDING OVERLAP WITH U.S. BUSINESS, SINCE
(AS LOUIS BERGER REPORT NOTES) SOME AMERICAN COMPANIES
HAVE EXPRESSED RESERVATIONS ABOUT FUTURE AID ACTIVITIES
IN THE GULF.

F. BELIEVE WE CAN PROVIDE FROM PRESENT STAFF
ADEQUATE ADMINISTRATIVE SUPPORT FOR ATTACHE'S WORK
WHILE IN OMAN, AT LEAST FOR FORESEEABLE FUTURE.

G. WE SUGGEST INITIAL PERIOD OF TDY ASSIGNMENT ON
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ROTATION AMONG POSTS, FOLLOWED BY PERMANENT ASSIGN-
MENT IF WORKLOAD INCREASES AND OPPORTUNITIES FOR CON-
SULTING CONTRACTS MATERIALIZE.

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Message Attributes

Automatic Decaptoning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 07 JUL 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ElyME
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976MUSCAT00815
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760261-0251
From: MUSCAT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760784/aaaacvtq.tel
Line Count: 111
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 76 STATE 163344
Review Action: RELEASED, APPROVED
Review Authority: ElyME
Review Comment: n/a
Review Content Flags:
Review Date: 03 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <03 JUN 2004 by ShawDG>; APPROVED <13 OCT 2004 by ElyME>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: ESTABLISHMENT OF REGIONAL ATTACHE FOR TECHNICAL SERVICES POSITION IN GULF
TAGS: BEXP, MU
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006